

FIG. 1

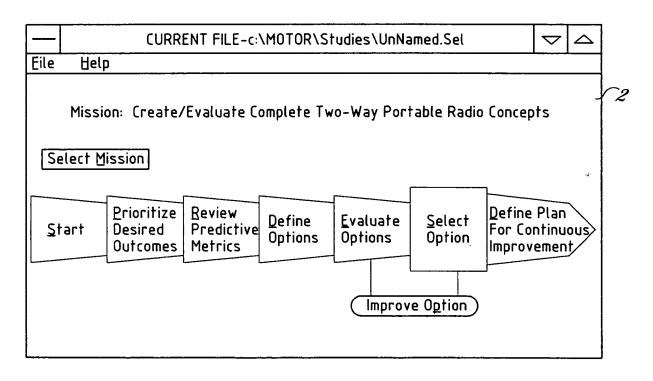


FIG. 2

C

 GETTING STA	RTED
Using a scale of 1-10, where 10 is criticall not important at all, how important is it t	y important and 1 is o you that
End Users are satisfied by the final solution	1 -Importance Rating- 10 8 ◆ ►
Decision Makers are satisfied by the final solution	4 🖚 🕩
Stakeholders are satisfied by the final solution	4
Manufacturing Personnel are satisfied by the final solution	4 -
⊠Use Default Values	
Help Print	Cancel Done

FIG. 3

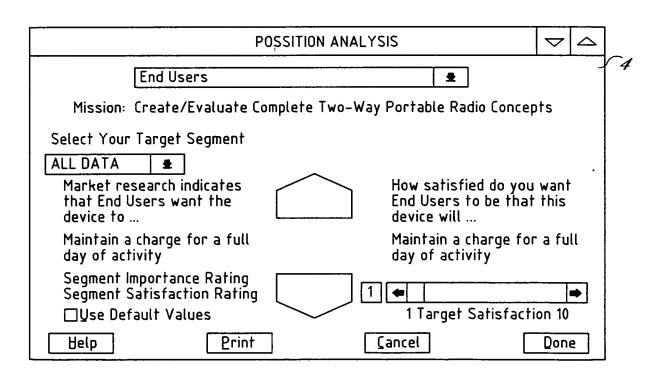


FIG. 4

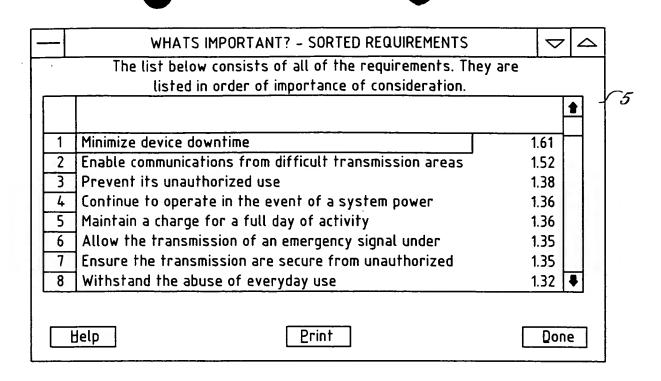


FIG. 5

	PRIORITIZED PREDICTIVE METRICS	$\nabla \triangle$
		•
1	Increase percent of time the device can access the desired receiver (difficult trans)	2.00
2	Reduce number of receptions that can be understood by unintended recipients	1.75
3	Reduce cost of accessories	1.56
4	Reduce number of features that can be customized	1.43
5	Reduce cost of replacement batteries	1.43
6	Reduce time/steps/force to trigger an emergency request	1.40
	Help Print Description	Done

FIG. 6

— METRIC DESCRIPTION	$\overline{\nabla}$	
Predictive Metric		{
Increase percent of time the device can access the desired receiver (difficu	lt)	•
Metric Description		
Print	Don	e

FIG. 7

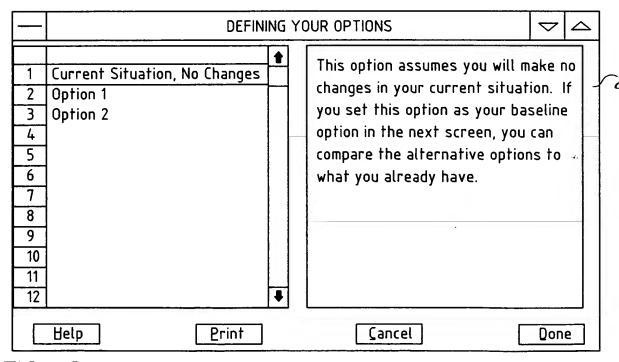


FIG. 8

1

_	SETTING THE BASELINE FOR COMPARISON	$\nabla \triangle$	
	A basis for comparison is required. Identify the option against whice others will be compared. You should select the option you expect whe best satisfy your requirements. Upon completion you will be ready evaluate your options.	vill	9
Cur	rent Situation, No Changes	•	
	What percent of the Predictive Metrics do you want to use to evaluate your Options?		
	Help Cancel	Evaluate	

FIG. 9

<u> </u>	-[EVALUATION OF OPTION	s 🗢	7 🛆]
	Opti	ion Under Evaluation			
0	ptio	n 1		•	
E	3as	eline Option			10
	urre	ent Situation, No Changes			ļ
ls	s the	e option under evaluation better, worse or the sam	ne	i es	
		ne baseline option at ensuring you			
				J ★	
	1	Increase percent of time the device can access the desired receiver (difficult trans)	Better Than Baseline		
	2	Reduce number of receptions that can be understood by unintended recipients	Worse Than Baseline		
	3	Reduce cost of accessories			
	4	Reduce number of features that can be customized	Better Than Baseline	1	
		Help Print	Do	ne	

FIG. 10

	RESULTS OF EVALUATION /	
Evaluation Saved As:	Default Evaluation Set	.
Baseline Option:	Current Situation, No Changes	
		•
1 Option 1		5.48
2 Option 2	L	0.00
New Ba	Refine Options	
Help	Print	Done

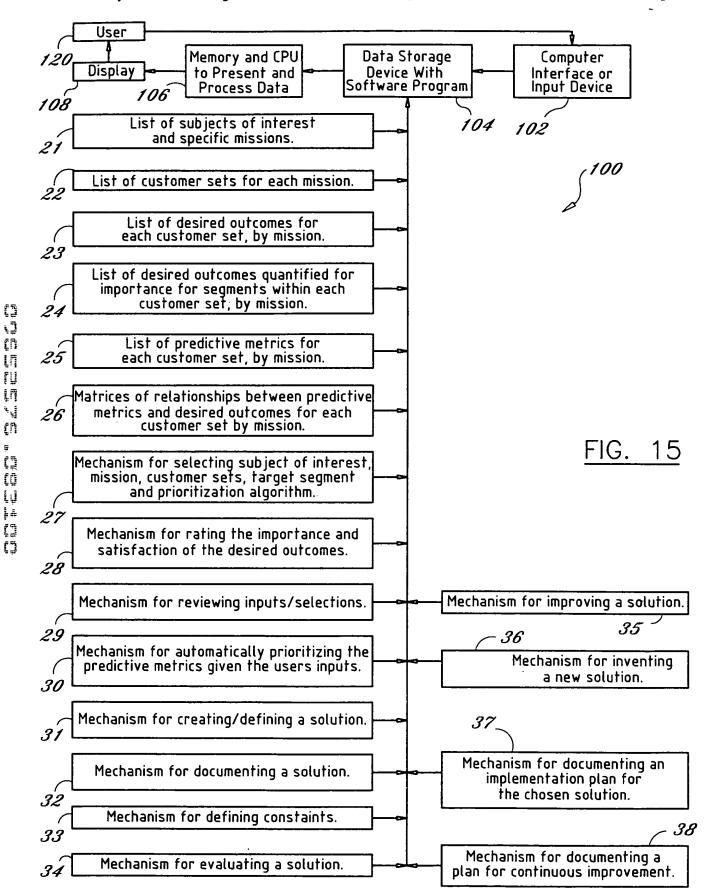
FIG. 11

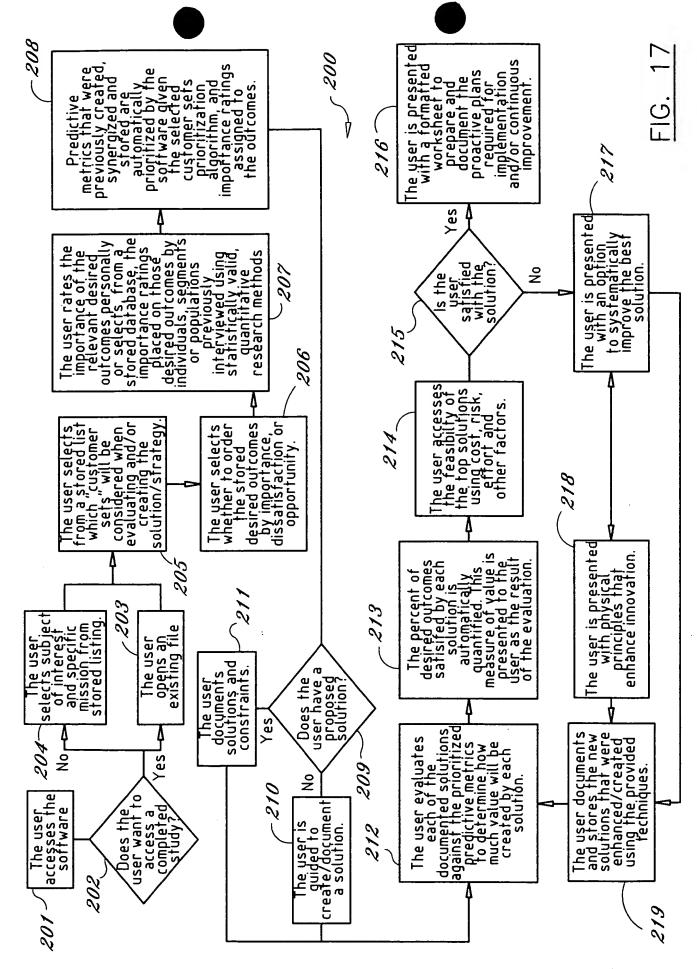
	/12
IMPROVE YOUR OPTIONS	
Evaluation Name: Default Evaluation Set	₹
Option	
Option 1	
This option does not do well at ensuring you	
Reduce number of receptions that can be understood by unintended	recipients 星
Why did this other option score better?	
No Option Did Better Than The Baseline Option	₹
How could you improve this option? New Option Name Save New Option	ח
Help Print Analysis	Done

FIG. 12

Target Values

Detailed System Level Logic For The Creation And Optimization Of Solutions And Strategies





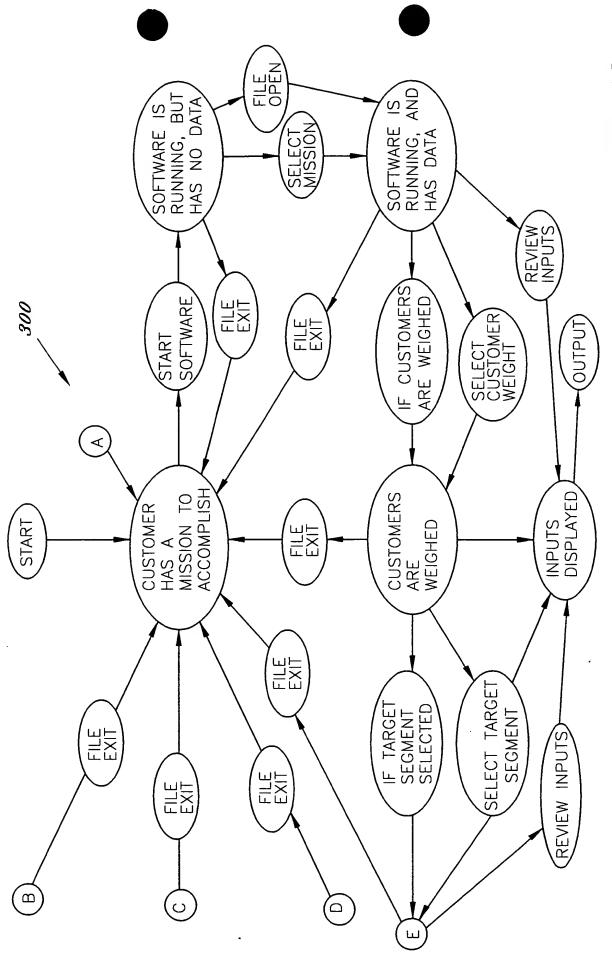
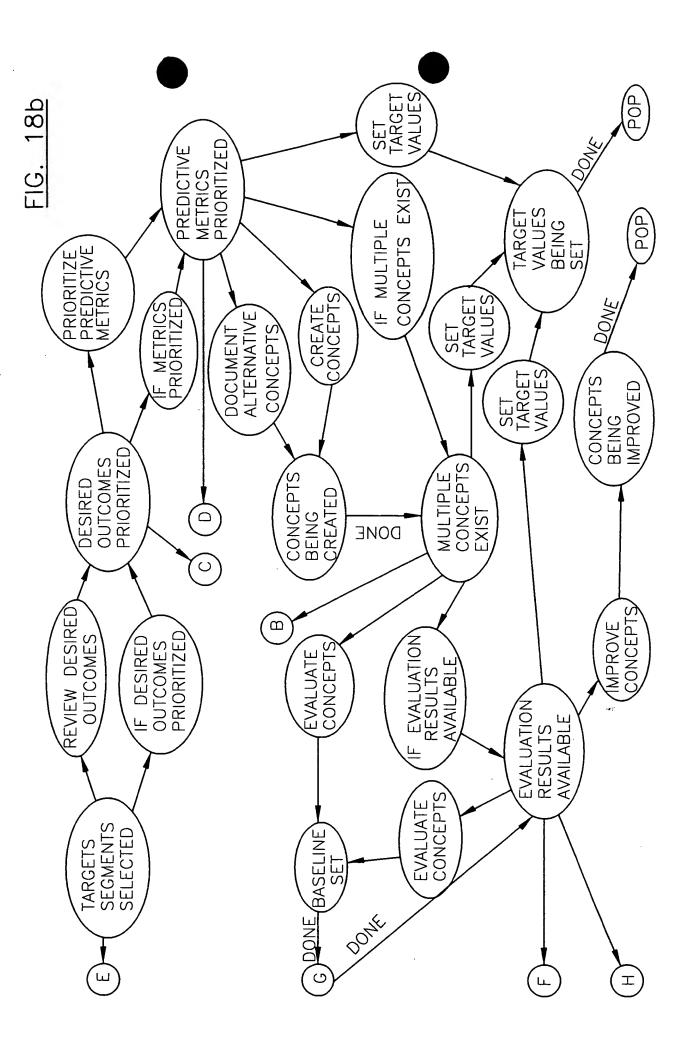
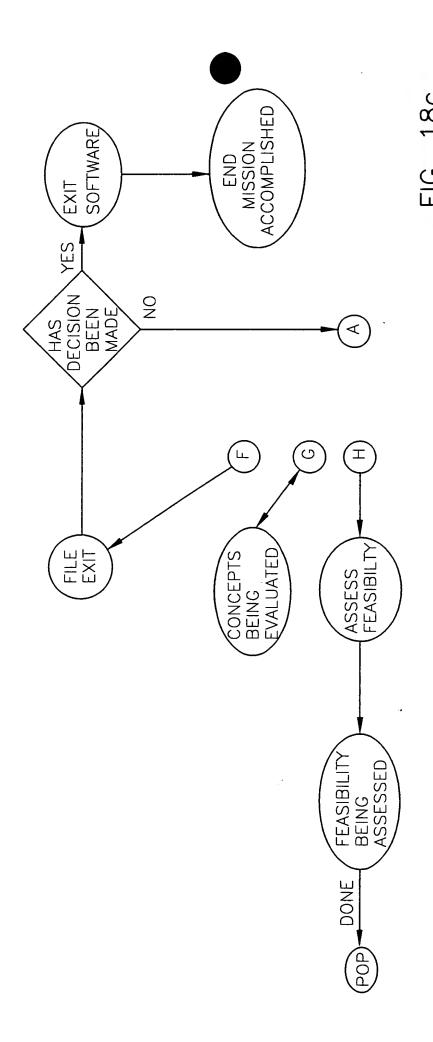


FIG. 18a

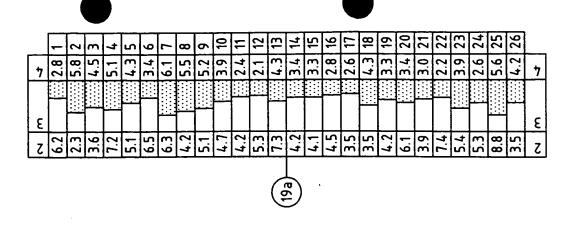




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Example - The Process Of Business MANAGEMENTS DESIRED OUTCOMES ON ITS ON ITS		Deliver value to its employees	Utilize its collective knowledge to make the best decisions	Perform its actions in order of importance/value	Deliver value to its investors	Quickly transform its ideas into something of val	Motivate its employees to take action	Deliver value to its customers	Compete effectively against other organizations	Minimize its risk of failure	Strengthen its skills and abilities	Motivate its employees to think creatively	Protect itself from threats	Control its own destiny	Eliminate unnecessary actions	Minimize the effort required to achieve the desired	Incorporate required change with minimal disruption	Operate with a focus on long term success	Cooperate across functions to achieve organizational	Incorporate change with minimal internal resistan	Deliver value to its stakeholders	Implement its plans without internal resistance	Eliminate dependencies that are self-destructive	Coordinate its actions across all functions	Possess the skills to achieve its goals	Assume responsibility for its success	Minimize the effort required to obtain a customer	Normalized Importance	Maximum value = 10.0 Minimum value = 0.0
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7	Percent Importance
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	·
٤	Maximum value = 12.0 Percent Importance
Z	Satisfaction With Current Approach (Top S Box)
ı	Importance (Top 2 Box)
75	6 -> Number of known characteristics of the target customer
52	S - > Number of failures linked to inadequate actions
	كر - > Percent of skills acquired to achieve the desired results
2	2 -> Percent of actions coordinated across all funtions
7.7	2 <- Number of self-destructive dependencies
12	ylezment pritosite and ot bettimmos ene tent seevolgme to tresserv
5(10 -> Number of opportunities for stakeholders to achieve their desired out
6l	9 -> Percent of employees that are involved in decisions affecting themsel
81	8 -> Number of decisions made through organizational consensus
Ll	· · · · · · · · · · · · · · · · · · ·
9١	6 < ^ humber of plans that are out of phase with long term plans
SI	
ול	4 < - Number of actions that cannot be traced to the delivery of value
٤١	3 <- Number of actions that are externally motivated
71	2 - > Number of defenses from threats/danger
ш	1 -> Number of opportunities for creative thinking
10	0 -> Number of actions taken to grow a skill
6	-> Number of decisions that consider all the facts
8	-> Number of actions accomplished to establish a strength
L	ostuo barizab ribet ot achieve to achieve their desired outco
9	
S	- Time it takes to turn ideas into something of value
<u>5</u>	-> Number of opportunities for investors to achieve their desired outcom
٤	-> Percent of required actions prioritized for synegistic value
7	-> Number of knowledgable employees involved in decision making
ı	-> Number of opportunities for employees to achieve desired outcomes





Minimize value = 10.0 Maximum value = 0.0	Normalized Importance	Protect itself from threats	Eliminate dependencies	Motivate its employees	Possess the skills	Operate with a for	Incorporate requir	Deliver value to its employees	Implement its plan	Incorp	Minimize the effor	Deliver value to its stakeholders	Eliminate unnecessary actions	Motivate its emplo	Strengthen its skills and abilities	Coordinate its act	Minimize the effor	Cooperate across	Control its own destiny	Quickly transform	Perform its actions in order of	Deliver value to its investors	Minimize its risk of failure	Compeffective	Assume responsit	Utilize its collectiv	Deliver value to its customers	ORGAN	ON O	DES	MANAGEMENTS
.0 Normalized Importance	ance	n threats	ncies that are self-destructive	yees to think creatively	the skills to achieve its goals	Operate with a focus on long term success	Incorporate required change with minimal disruption	s employees	its plans without internal resistance	te change with minimal internal resistance	Minimize the effort required to achieve the desired results/7	s stakeholders	sary actions	Motivate its employees to take action	lls and abilities	Coordinate its actions across all functions	Minimize the effort required to obtain a customer	Cooperate across functions to achieve organizational goals 10	stiny	Quickly transform its ideas into something of value	s in order of importance/value	s investors	f failure	effectively against other organizations	Assume responsibility for its success	Utilize its collective knowledge to make the best decisions 2	s customers	ORGANIZATION	ON ITS OPPORTUNITY	DESIRED FRIGATIFIED	•
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	1	 Number of decisions made through organizational consensus
		−> Number of powledgable employees involved in decion making
	3	-> Percent & equired actions prioritized for synegistic value
	4	-> Percent of employees that are involved in decisions affecting themselves
	5	-> Number of decisions that consider all the facts
	6	-> Percent of actions coordinated across all funtions
	7	−> Number of opportunities for customers to achieve their desired outcomes
	-	Number of actions taken that will not predict success
	9	—> Number of actions accomplished to establish a strength
		- Number of actions that cannot be traced to the delivery of value
	11	-> Number of actions taken to grow a skill
	_	Time it takes to turn ideas into something of value
		—> Percent of employees that are committed to plans affecting themselves
(20a)		-> Number of opportunities for creative thinking
(a)	\blacksquare	 Percent of long-term outcomes considered in decision making
	_	−> Percent of positive actions that are rewarded
•	\mathbf{I}	-> Number of failures linked to inadequate actions
		-> Number of defenses from threats/danger
	-	- Number of plans that are out of phase with long term plans
	-	< Number of actions that are externally motivated
		-> Percent of skills acquired to achieve the desired results
		-> Number of opportunities for investors to achieve their desired outcomes
	_	-> Number of known characteristics of the target customer
		-> Number of opportunities for stakeholders to achieve their desired outcomes
		—> Number of opportunities for employees to achieve desired outcomes
	26	- Number of self-destructive dependencies
	1	Importance (Top 2 Box)
	2	Satisfaction With Current Approach (Top 2 Box)
	3	Maximum value = 12.0 Percent Importance
		Minimum value = -1.0
	4	Percent Importance

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Ì	4	2.1	2.2	2.4	2.6	2.6	2.8	2.8	3.0	3.3	3.3	3.4	3.4	3.4	3.9	3.9	4.2	4.3	4.3	4.3	4.5	5.1	5.2	5.5	5.6	5.8	6.1	4
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IG. 20

Number of self-destructive dependencies	-> Number of opportunities for employees to achieve desired outcomes.	-> Number of opportunities for stakeholders to achieve their desired outcomes	-> Percent of known characteristics of the target customer	-> Number of opportunities for investors to achieve their desired outcomes	-> Percent of skills acquired to achieve the desired results	<- Percent of actions that are externally motivated	- Percent of plans that are out of phase with long term plans	> Number of defenses from threats/danger	-> Number of failures linked to inadequate actions	-≯ Percent of positive actions that are rewarded	ercent of long-term outcomes considered in decision making	- Number of opportunities for creative thinking	-> Percent of employees that are committed to plans affecting themselves	Time it takes to turn ideas into something of value	-> Percent of actions taken to grow a skill	- Percent of actions that cannot be traced to the delivery of value	-> Percent of actions taken to establish a strength	으	− → Percent of uncovered opportunities for customers to achieve their DO's	-> Percent of actions coordinated across all funtions	읶	of employees that are involved in	의	−> Percent of knowledgable employees involved in decision making	Percent of decisions made through organizational consensus	Evaluation Criteria CONCEPT SELECTION AND EVALUATION ANALYSIS
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7.0	135	2.0	2.1	2.4	2.6	2.7	2.8	2.8	2.9	3.0	3.4		3.6	3.8	3.9	3.9	4.1	4.3	4.9	4.9	5.5	5.6	5.9	7.2	8.2	1Normalized Importance
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bull that	H FREE CO																									Normalized Importance Minimum value = 1.0

Evaluation Of Business Concepts

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Total Score , gril fril fril fril fril fril fril fril f	Total Disadvantages	Total Advantages	Number of self-destructive dependencies	-> Number of opportunities for employees to achieve desired outcomes	-> Number of opportunities for stakeholders to achieve their desired outcomes	-> Percent of known characteristics of the target customer	-> Number of opportunities for investors to achieve their desired outcomes	Y	ercent of actions that are externally motivated	- Percent of plans that are out of phase with long term plans	-> Number of defenses from threats/danger	-> Number of failures linked to inadequate actions	- 커 Percent of positive actions that are rewarded	-> Percent of long-term outcomes considered in decision making	-> Number of opportunities for creative thinking	-> Percent of employees that are committed to plans affecting themselves	Time it takes to turn ideas into something of value	-> Percent of actions taken to grow a skill	Percent of actions that cannot be traced to the delivery of value	-> Percent of actions taken to establish a strength	Percent of actions taken that will not predict success	Percent of uncovered opportunities for customers to achieve their DO's	Percent of actions coordinated across all funtions	-> Percent of decisions that consider all the facts	-> Percent of employees that are involved in decisions affecting themselves	-> Percent of required actions prioritized for synegistic value	- 커 Percent of knowledgable employees involved in decision making	 Percent of decisions made through organizational consensus 	CONCERT SELECTION AND EVALUATION ANALISIS
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33.6 29.1	/ 0	33.6	S	S	2	+	+	S	S	S	S	S	S	S	S	S	8	S	+	+.	S	S	5	S	+	S -	+	+	1
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4353 91.6		43.3		<u> </u>	+	S	<u> </u>	S		S	S	\vdash	S	\vdash	+	+	+	S	⊢	<u>S</u>	┡	S -	+	S	+	S -	+	_	3
89.6		91.6 89.6	+	₩-	++	+	+	S	<u> </u>	+	+	+ +	SS	<u> </u>	++	++	+ +	+		+	+	+	+	+	+	+	+	_	4
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			2.0	2.0	2.0	2.1	2.4	2.6	2.7	2.8	2.8	2.9	3.0	3.4	3.5	3.6	3.8	3.9	3.9	4.1	4.3	4.9	4.9	.5	5.6	5.9	7.2	.2	1
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Target Values For Prioritized Metrics
MANAGEMENT'S REQUIREMENTS ON ITS ORGANIZATION

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- Number of self-destructive dependencies	 Number of opportunities for employees to achieve desired outcomes 	 Number of opportunities for stakeholders to achieve their desired outcomes 	 Percent of known characteristics of the target customer 	 Number of opportunities for investors to achieve their desired outcomes 	 Percent of skills acquired to achieve the desired results 	- Percent of actions that are externally motivated	 Percent of plans that are out of phase with long term plans 	hber of defenses from threats/danger	 Number of failures linked to inadequate actions 	Percent of positive actions that are rewarded	 Percent of long-term outcomes considered in decision making 	 Number of opportunities for creative thinking 	 Percent of employees that are committed to plans affecting themselves 	 Time it takes to turn ideas into something of value 	 Percent of actions taken to grow a skill 	·	 Percent of actions taken to establish a strength 	Percent	Percent of uncovered opportunities for customers to achieve their DO's	 Percent of actions coordinated across all funtions 		Percent of employees that are involved in decisions affecting themselves	 Percent of required actions prioritized for synegistic value 	Percent of knowledgable employees involved in decision making	 Percent of decisions made through organizational consensus 	
26	25	24	23	22	21	20	19	18	17	5	5	14	13	12	=======================================	10	9	8	7	6	5	4	3	2	_	
2.0	2.0	2.0	2.1	2.4	2.6	2.7	2.8	2.8	2.9	3.0	3.4	3.5	3.6	3.8	3.9	3.9	4.1	4.3	4.9	4.9	5.5	5.6	5.9	7.2	8.2	1
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		QFD, 4 Phase vs. Typical Appro
	2	Process Reengineering vs. Typical Approach
	3	Teams vs. Typical Non-Team Approach
(12)	4	Invention vs. Typical Approach
$\binom{G}{2}$	5	Invention vs. QFD
	6	
	7	ideal Theoretical Approach
	1	Normalized Importance
	2	Maximum value = 10.0 Normalized Importance
		·
		Minimum value = 1.0
	(22a)	22 a 5 6 7 1

		1	Normalized Importance
		2	Maximum value = 10.0
			Normalized Importance
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FIG	23a		Minimum value = 0.0
G.	a	3	Current Value of Most Organizations
23b	!	4	Target Value 1996
<u>3b</u>		5	Target Value 1997
		6	Target Value 1999